Monthly Sales Summary for World Co., Ltd. Domestic Retail Business

Company Name: World Co., Ltd.
Representative: Nobuteru Suzuki, Representative Director of the Board President and Executive Officer
(Securities Code: 3612 Prime, Tokyo Stock Exchange)
Contact: Keiichi Nakabayashi, Member of the Board Executive Vice President and Executive Officer
(IR Office Phone: +81-3-6887-1300)

FY2025 (March 1, 2025 to February 28, 2026)	Mar.	Apr.	May	Jun.	Jul.	Aug.	1H	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	2H	Full Term
Sales (YoY)	Change (%)														
Domestic Sales *1	98.7	95.0	100.0	97.8			97.9								97.9
Store Sales *2	98.8	95.3	100.9	97.5			98.1								98.1
Same-Store Sales *3	98.1	94.0	100.1	96.5			97.2								97.2
Online Sales *4	98.7	93.5	96.5	98.8			96.9								96.9
Number of Stores															
End of Month (Term) *2	2,270	2,298	2,299	2,301			–							–	–
Openings	21	31	8	3			63							0	63
Closings	13	3	7	1			24							0	24
M&A	0	0	0	0			0							0	0
Number of Same Stores *3	1,999	2,024	2,025	2,023			–							–	–

Note: As a general rule, the sales summary is disclosed on the third business day of the month following the reporting month and includes preliminary data. Should final data differ from any preliminary data, the revised figures will be disclosed when the preliminary data for the subsequent month are announced.
*1 Figures are for domestic retail sales only and do not include domestic wholesale or event sales figures or overseas sales.
*2 Figures for store sales and number of stores include directly managed stores and VSPA (Virtual SPA), but they do not include figures for FC (Franchise) stores or overseas stores.
*3 Same stores are defined as stores opened or newly consolidated (joined the Group) more than 12 months prior to the report and were unchanged from the previous month in terms of retail floor space, which changes on a monthly basis in terms of the number of same stores. Stores that have been relocated or closed for more than a day due to renovations have therefore been excluded from the results of same stores, and online sales are not included in Same-
*4 Online Sales figures represent total sales by World Group brand companies through their own and other companies' websites. Online sales are aggregated from sales recorded on our own website and other companies' sites. In addition, the sale of Laxus Technologies Inc. was excluded from January 2025 due to the IPO on December 13, 2024, and we estimate that this will have a negative impact of about 7.0% on online sales throughout the year.

Number of holidays* year-on-year Current month −1 Month in previous year +2 *Saturdays, Sundays and public holidays

- Domestic sales were 97.8% of the same month last year, with store sales at 97.5% and online sales at 98.8%. Same-store sales were 96.5% compared to the same month last year, and the decrease of one holiday compared to the same month is estimated to have had a negative impact of approximately 2.3%.
  In the store sales channels, summer merchandise started off slowly in the first half of the month, but sales picked up from mid-month onward with the rising temperatures. The department store sales channel, however, struggled in the latter half due to such factors as the timing of department store-wide sales events, Narumiya event delays, and a decline in inbound customer traffic. As for the e-commerce channel, WOS member-exclusive events and promotional campaigns highlighting functional materials were effective, driving strong sales across a wide range of products, including both apparel and miscellaneous goods. Sales particularly gained momentum toward the end of the month, widening the year-on-year growth margin.
- In the sales channels for this month, while summer merchandise started off slowly in the first half, activity picked up in the second half due to rising temperatures. However, the department store channel struggled in the late stages due to factors such as the timing of in-house sales events, delays in Narumiya events, and a decline in inbound customers. In the In the e-commerce channel, the implementation of promotional campaigns targeting the WOS member events and functional materials proved successful, resulting in many items, both apparel and miscellaneous goods, performing well. As a result, sales showed an upward trend, expanding the year-on-year growth margin as we approached the end of the month.
- In product categories, demand was strong for summer knits and blouses made from functional materials, such as moisture-wicking and UV-cut fabrics, driven by the high temperatures. In miscellaneous goods, cooling items such as neck fans and handheld fans also performed well. In terms of brands, lifestyle brands, led by one's terrace, continued to perform strongly, maintaining their advantage over the apparel brands. Nevertheless, signs of recovery have begun to emerge among the apparel brands, including OPAQUE.CLIP.

Reference: Results for the Previous Fiscal Year

FY2024 (March 1, 2024 to February 28, 2025)	Mar.	Apr.	May	Jun.	Jul.	Aug.	1H	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	2H	Full Term
Sales (YoY)	Change (%)														
Domestic Sales	98.0	104.8	101.1	109.0	99.2	101.6	102.1	102.9	94.2	105.2	102.7	98.8	92.1	99.6	100.8
Store Sales	97.5	102.4	98.3	109.0	95.6	101.6	100.5	102.1	92.2	104.4	100.4	98.9	93.5	98.8	99.6
Same-Store Sales	97.9	103.5	99.4	111.0	96.5	102.3	101.4	103.2	92.7	104.7	100.2	98.8	91.7	98.6	99.9
Online Sales	100.1	115.1	112.6	109.0	114.3	101.4	108.8	105.9	102.3	108.0	111.7	98.6	87.9	102.4	105.3
Number of Stores															
End of Month (Term)	2,207	2,221	2,217	2,218	2,198	2,181	–	2,200	2,220	2,228	2,279	2,255	2,262	–	–
Openings	30	16	1	1	7	5	60	25	20	9	3	1	18	76	136
Closings	15	2	5	0	27	22	71	6	0	1	0	25	11	43	114
M&A	8	0	0	0	0	0	8	0	0	0	48	0	0	48	56
Number of Same Stores	2,007	2,033	2,040	2,039	2,018	1,990	–	1,993	2,001	2,007	2,011	1,989	1,986	–	–

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